R.J. Reynolds Tobacco Company

G. H. MOULTON
Key Account Manager

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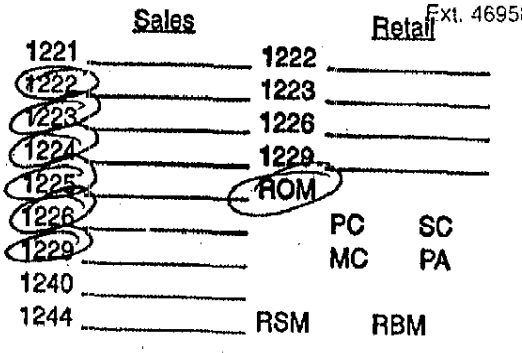
June 20, 1996

To:

1110 ROU	2910 ROU	
1210 ROU	5110 ROU	
1310 ROU	5410 ROU	
1610 ROU	5610 ROU	
1710 ROU	5810 ROU	
1810 ROU	6210 ROU	
2110 ROU	6310 ROU	
2210 ROU	6610 ROU	
2310 ROU	6710 ROU	
2610 ROU	6910 ROU	



(For All KAMs, DMs & AMs With F. W. Woolworth)

Subject: ***F. W. Woolworth - (ID# 0534 00 00)***

Dear Managers:

F. W. Woolworth operates approximately 450 stores nationally, with 95% of these stores falling well under the 100 cartons per store volume. The chain has minimal direction from corporate relative to promotions.

During a recent meeting with Mr. Don Colligan, Senior Buyer, DPC was presented for the balance of 1996. Attached is Mr. Colligan's authorization for participation in the program; however, final approval does rest with store personnel.

I would suggest any direct accounts handling Woolworth be given this authorization and Sales Reps rinforce at store level. Any stores above the 100 cartons should be offered our National Work Plan Promotions.

Should you have any questions, please contact me via e-mail.

Sincerely,

George

George H. Moulton
GHM/pk
atts.
a:\dpc.doc

"We work for smokers."

51847 7329

Source: https://www.industrydocuments.ucsf.edu/docs/szgy0000